## CONTRACT



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Canal Partners Media 1027 33rd Street NW, Suite 140 Washington, DC 20007

	Contract / Re	<u>vision</u>		Alt Order #		
	1847589	1		08853849		
Product Product						
OOUG JONES FOR SENA	Т					
Contract Dates	Estimate #					
11/08/17 - 11/14/17	5092					
<u>Advertiser</u>			Ori	Original Date / Revision		
POL/Jones, Doug/D/Sena	te		1	1/13/17	/ 11/13/17	
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade	
	EOM/EOC	Broado	ast		Cash	
	Property	Accour	nt E	xecutive	Sales Office	
	WSFA	Ryan E	ddi	ns	HRP-Washingto	
	Special Hand	ing				
	<u>Demographic</u>					
	Adults 35+					
	Agy Code	<u>Adverti</u>	ser	<u>Code</u>	Product 1/2	
	TV13041	836			967	
	Agency Ref			Advertiser	Ref	

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
1 WSFA 11/13/17 11/13/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 1 1	11-1130Am <u>Rate</u> \$60.00	1:00	NM 1	\$60.00
2 WSFA 11/10/17 11/10/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	12-1230pm <u>Rate</u> \$200.00	1:00	<b>NM</b> 1	\$200.00
3 WSFA 11/14/17 11/14/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 -1 1	5-530pm <u>Rate</u> \$370.00	1:00	<b>NM</b> 1	\$370.00
4 WSFA 11/08/17 11/08/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	5-530pm <u>Rate</u> \$370.00	1:00	NM 1	\$370.00
5         WSFA 11/09/17         11/09/17         WSFA 12 News at Five           Start Date         End Date         Weekdays         Spots/Week           Week: 11/06/17         11/12/17        1         1	5-530pm <u>Rate</u> \$370.00	1:00	<b>NM</b> 1	\$370.00
6 WSFA 11/10/17 11/10/17 WSFA 12 News at Five  Start Date	5-530pm <u>Rate</u> \$370.00	1:00	NM 1	\$370.00
7 WSFA 11/14/17 11/14/17 WSFA 12 News at Six - MF  Start Date	6-630pm <u>Rate</u> \$700.00	1:00	<b>NM</b> 1	\$700.00
8 WSFA 11/08/17 11/08/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week  Week: 11/06/17 11/12/171 1	6-630pm <u>Rate</u> \$700.00	1:00	NM 1	\$700.00
9 WSFA 11/14/17 11/14/17 WSFA 12 News at Ten - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 -1 1	10-1035pm <u>Rate</u> \$550.00	1:00	<b>NM</b> 1	\$550.00
10 WSFA 11/08/17 11/08/17 WSFA 12 News at Ten - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	10-1035pm <u>Rate</u>	1:00 •	NM 1	\$550.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television

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Alt Order #



www.wsfa.com

**WSFA** 12 East Delano Ave. Montgomery, AL 36105

(334) 288-1212

1847589 08853849 **Contract Dates** Product Estimate # 11/08/17 - 11/14/17 DOUG JONES FOR SEI 5092

Contract / Revision

Original Date / Revision 11/13/17 / 11/13/17

Advertiser POL/Jones, Doug/D/Sena

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week ' Rate	Type Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 11/06/17         11/12/17        1         1	<u>Rate</u> \$550.00	Jayo Longan Wook Hado	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	7,1100111
11 WSFA 11/09/17 11/09/17 WSFA 12 News at Ten - MF  Start Date		1:00	NM 0	\$0.00
Spot Ch Date Range Description  1 WSFA 11/06/17-11/12/17 WSFA 12 News at Ten - M Credited	Start/End Time	Weekdays         Length         Rate          Th         1:00         \$550.00	<u>Type</u> NM	
12 WSFA 11/08/17 11/08/17 ALABAMA LIVE @ 11A  Start Date	11-1130Am <u>Rate</u> \$60.00	1:00	NM 0	\$0.00
Spot Ch Date Range Description  1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 11A Credited	Start/End Time 11-1130Am	<u>Weekdays Length Rate</u> ₩ 1:00 \$60.00	<u>Type</u> <i>NM</i>	
13 WSFA 11/13/17 11/13/17 The Voice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 1 1	7-9pm <u>Rate</u> \$1,200.00	1:00	NM 1	\$1,200.00
14 WSFA 11/11/17 11/11/17 WSFA 12 News at Six-Sat  Start Date End Date Weekdays Spots/Week Week: 11/06/17 11/12/171- 1	Sa 6-7pm <u>Rate</u> \$160.00	1:00	NM 1	\$160.00
15 WSFA 11/12/17 11/12/17 Nascar Daytime <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	130p-5p <u>Rate</u> \$130.00	1:00	NM 1	\$130.00
16 WSFA 11/12/17 11/12/17 WSFA 12 News at Five-Sun Start Date End Date Weekdays Spots/Week Week: 11/06/17 11/12/171 1	Su 5-530p <u>Rate</u> \$180.00	1:00	NM 1	\$180.00
17 WSFA 11/09/17 11/09/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	11-1130Am <u>Rate</u> \$60.00	1:00	NM 0	\$0.00
Spot Ch Date Range Description  1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 11A Credited	Start/End Time 11-1130Am	Weekdays         Length         Rate          Th         1:00         \$60.00	<u>Type</u> NM	
18 WSFA 11/10/17 11/10/17 ALABAMA LIVE @ 11A <u>Start Date</u>	11-1130Am <u>Rate</u> \$60.00	1:00	NM 0	\$0.00
Spot Ch Date Range Description  1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 11A Credited	Start/End Time 11-1130Am	Weekdays         Length         Rate          F         1:00         \$60.00	Type NM	
19 WSFA 11/13/17 11/13/17 ALABAMA LIVE @ 1130AM  Start Date	1130A-12P <u>Rate</u> \$60.00	1:00	NM 1	\$60.00
20 WSFA 11/09/17 11/09/17 ALABAMA LIVE @ 1130AM Start Date	1130A-12P <u>Rate</u> \$60.00	1:00	NM 0	\$0.00
Spot Ch Date Range Description 1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 1130AN Credited	Start/End Time 1 1130A-12P	Weekdays         Length         Rate          Th         1:00         \$60.00	<u>Type</u> <i>NM</i>	

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www.wsfa.com

Contract / Revision Alt Order # 1847589 / 08853849

Contract Dates Product Estimate # DOUG JONES FOR SEI 5092 11/08/17 - 11/14/17

Advertiser Original Date / Revision 11/13/17 / 11/13/17 POL/Jones, Doug/D/Sena

	·				
	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type	Spots	Amount
21 WSFA 11/10/17 11/10/17 ALABAMA LIVE @ 11 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/M</u> Week: 11/06/17 11/12/171 1		1:00	NM	0	\$0.00
Spot Ch Date Range Description  1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 1 Credited	<u>Start/End Time</u> 130AM 1130A-12P	<u>Weekdays Length Rate</u> F 1:00 \$60.00	<u>Type</u> <i>NM</i>		
22 WSFA 11/13/17 11/13/17 WSFA 12 News at No <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/M</u> Week: 11/13/17 11/19/17 1 1	,	1:00	NM	1	\$200.00
23 WSFA 11/14/17 11/14/17 WSFA 12 News at No <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/W</u> Week: 11/13/17 11/19/17 -1 1		1:00	NM	1	\$200.00
24 WSFA 11/10/17       11/10/17       Today in Alabama 530         Start Date       End Date       Weekdays       Spots/W         Week: 11/06/17       11/12/17      F       1		1:00	NM	1	\$300.00
25 WSFA 11/09/17 11/09/17 Late News <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/W</u> Week: 11/06/17 11/12/171 1	1030p-11P <u>/eek Rate</u> \$300.00	1:00	NM	1	\$300.00
26 WSFA 11/14/17       11/14/17       Today in Alabama 5an         Start Date       End Date       Weekdays       Spots/W         Week: 11/13/17       11/19/17       -T       1		1:00	NM	1	\$170.00
27 WSFA 11/13/17 11/14/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/W</u> Week: 11/13/17 11/19/17 MT 1	\$50.00	1:00	NM	1	\$50.00
28 WSFA 11/13/17       11/14/17       Late Night w/ Seth Mey         Start Date       End Date       Weekdays       Spots/W         Week: 11/13/17       11/19/17       MT       1		1:00	NM	1	\$30.00
N 29 WSFA 11/14/17 11/14/17 Today in Alabama 430 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/W</u> Week: 11/13/17 11/19/17 -T 1		:30	NM	1	\$5.00
		Totals		23	\$7,225.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/30/17 -11/14/17	23	\$7,225.00	(\$1,083.75)	\$6,141.25
Totals	23	\$7,225.00	(\$1,083.75)	\$6,141.25

Signature:	Date:	
oignature.	Date:	

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TEL# 703-528-9387 REP: TEL# 703-528 CREDIT ADVISORY: ORDER WORKSHEET 

 HEADLINE# 8853849
 TRF# 1847589

 MOD# 3: APPROVED REV #0 \$\$\$

REP SSS

NOV13/17 11.41 \*\*\* WSFA-TV \*\*\* 703-516-9680 STATION \* \* CHANGES \* \* FROM FAX# ----RISK !! REPORT CREDIT AGENCY

11.41 # DATE NOV13/17 SALESMAN REGIONAL  $\Xi$ EDDINS SCATTERGOOD LOCAL RYAN JEFF WA-CLASS: NATL. NAME PRSN SALES BUYER INVOICE) BILLING NEEDED 1650 ORDER, SUITE# (LINE, CO-OP SE POLI/D JONES/D/SEN/AL COMMENTS: CANAL PARTNERS MEDIA # 8853849 PKWY 30339 75 GA 900 CIRCLE CONTRACT EST#5092 WK-1ATLANTA, NOV14/17 TAX SENAT NAME NAME STATE DOUG JONES FOR ADV. DATES NOV8/17 TAX FLIGHT ORDER PRDCT CILX ADV AGY

STA:

SCHEDULE A CASH IN ADVANCE THIS IS \*\*\*\* Σ CON

INVOICES ARE TO BE SENT TO: CIRCLE 75 PARKWAY SE, SUITE#1650 NNTA, GA 30339 ATLANTA, ALL 900

STATION MAKEGOOD OFFERS: NO BUYS TO PRINT

MISSED: BONUS

PLS ADVISE CONFIRM ASAP \$5.00 PLEASE C 30S ON HDL #8851727. OFFER:TUE/430A-500A CMT:MAKING GOOD A SPOT THAT WAS NA DENICE CMT: THANKS, \$7,220.00

TOTAL

CONTRACT TOTAL

(NOV13/17)

\$7,220.00

NOV/17

9 WIYC Ю % WBMM % CABL WCOV 16% 24 0 % % WAKA EAKA 0 0 % % WNCF 50% WSFA \$14,440 TOTALS MARKET

SHARES ACCURATE

- RA35+\* SVC- NSI DEMOS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY 1847589 \$\$\$ TRF# REV #1 8

HEADLINE# 8853849 MOD# 3: UNAPPROVED

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703-516-9680 \*\*CHANGES\*\* FROM REP FAX# RISK !!! REPORT CREDIT HARRIS ORDER WORKSHEET

NOV13/17 12.07 \*\*\* WSFA-TV \*\*\*

12.07 # DATE NOV13/17 SALESMAN REGIONAL (H) EDDINS SCATTERGOOD LOCAL RYAN OFF.# JEFF WA CLASS: NATL. PRSN BUYER NAME SALES REP.# INVOICE) BILLING NEEDED ORDER, 1650 SUITE# (LINE, SE, CO-OP JONES/D/SEN/AL COMMENTS: CANAL PARTNERS MEDIA 8853849 75 PKWY 30339 # G B 900 CIRCLE EST#5092 CONTRACT WK-1 ATLANTA, POLI/D NOV14/17 TAX SENAT NAME AGY. NAME STATE FOR ADV. FLIGHT DATES NOV8/17 CONES DOUG TAX ORDER PRDCT CILK ADV AGY REP:

PREVIOUS TTL \$7,220 RECISED TTL, \$7,225 \$5 WAS MOVED FROM HEADLINE: 8851727 RYAN THANKS JASMINE FOR REVISED ORDER M4 OKD AS LINE 30 PLS CONFM

STA:

SCHEDULE \*\*\*\* CASH IN ADVANCE Þ SH SIHI \*\*\*\* S CON

ALL INVOICES ARE TO BE SENT TO: 900 CIRCLE 75 PARKWAY SE, SUITE#1650 ATLANTA,

:TOTL: DAYS WEEKINVT :SPTS: :/WK: END DATE START DATE RATE •• SEC •• LGTH .. PERIOD TIME : CD: :LINE# :LINE#:REP

11/14 11/1 5092 11 EST# AGENCY \$5.00 836 30 = 967II ADVERTISER CODE PRODUCT CODE = 9 430A-500A AGENCY 4 30

PLEASE CONFIRM ASAP! TODAY IN AL @ 430A MAKING GOOD A SPOT THAT WAS NA ON HDL #8851727.

THANKS, DENICE

PROGRAM : ORD COM1:

PROGRAM

Н

TUE

FAX# 703-516-9680 REP: TEL# 703-528-9387

CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET

HARRIS REPORT F

NOV13/17 12.07
\*\*\* WSFA-TV \*\*\* REPORT FROM REP
\*\*CHANGES\*\* 1847589 \$\$\$ REP HEADLINE# 8853849 TRF# \$\$\$ MOD# 3: UNAPPROVED REV #1

: TOTI:	:SPTS:
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:LINE#:REP	: LIN

STATION MAKEGOOD OFFERS:

(NOV13/17) \$5.00 PLS ADVISE PLEASE CONFIRM ASAP! 308 OFFER:TUE/430A-500A NOV14 308 CMT:MAKING GOOD A SPOT THAT WAS NA ON HDL #8851727. CMT:THANKS, DENICE MISSED: BONUS

\$7,225.00 TOTAL CONTRACT \$7,225.00 NOV/17

0% WIYC ₩ % WBMM % CABL WCOV 16% 2.0 4.% % WAKA EAKA ∩ O % % WNCF 50% WSFA TOTALS \$14,440 MARKET

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

N-PROGRAM NAME M-MAKEGOOD L-LENGTH DE-DELETE E-EFF DATES C-CANCELLED B-BUY TYPE A-ADD MOD CODE

\*-MULTIPLE

Z-COMMENTS

Y-DAYS

X-LATE

T-TIME

S-SPOTS PER WEEK

R-RATE

Q-PAID PGM

P-CLASS, PLAN, SECT

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET TRF# 1847589 #1 \$\$\$ REP HEADLINE# 8853849 \$\$\$ MOD# 3: APPROVED REV

703-516-9680 RISK !!! REPORT FROM STATION CREDIT AGENCY

FAX#

NOV13/17 12.08 \*\*\* WSFA-TV \*\*\*

# SALESMAN OFF.# REP.# JONES/D/SEN/AL POLI/D NAME ADV.

12.08 DATE NOV13/17 REGIONAL (H) EDDINS SCATTERGOOD LOCAL RYAN JEFF WA-NATL NAME PRSN CLASS: BUYER SALES INVOICE) BILLING NEEDED ORDER, 1650 SUITE# (LINE, SE COLOP COMMENTS: CANAL PARTNERS MEDIA 8853849 PKWY 30339 75 # GA CIRCLE CONTRACT EST#5092 WK-1 ATLANTA, NOV14/17 006 TAX FOR SENAT AGY. NAME STATE DATES NOV8/17 CONES DOUG TAX # FLIGHT # # ORDER PRDCT CITY ADV AGY

REP:

8851727 REVISED ORDER
M4 OKD AS LINE 30
PREVIOUS TTL \$7,220
RECISED TTL, \$7,225
\$5 WAS MOVED FROM HEADLINE: THANKS JASMINE FOR RYAN PLS CONFM

STA:

SCHEDULE CASH IN ADVANCE K THIS IS \*\*\*\*  $\Sigma$ CON

ALL INVOICES ARE TO BE SENT TO: 900 CIRCLE 75 PARKWAY SE, SUITE#1650 30339 G.A ATLANTA,

GENERATION SCHEDULED FOR CONTRACT NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. STATION MAKEGOOD OFFERS:

(NOV13/17) PLS ADVISE \$5.00 PLEASE CONFIRM ASAP 30S #8851727. THAT WAS NA ON HDL NOV14 MISSED:BONUS OFFER:TUE/430A-500A CMT:MAKING GOOD A SPOT DENICE CMT: THANKS, \$7,225.00 CONTRACT TOTAL TOTAL TOTAL